RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

May 15, 1997

RJR Account #442680
M. Gandulla
MOUNTAIN CANDY

JULY DORAL B2GF FLASHLIGHT / PROMOTION #700727

Dear Mark:

Regular *DORAL* product has been ordered (see quantities listed below), as well as 102 SKUs of Doral Flashlights (Item #527813) to pack and ship the above promotion to your participating retail accounts. ***(This includes 15 Displays to be shipped to identified WAM accounts)*** All additional pertinent promotional information is listed below:

UPC #	DORAL STYLE	#/ (6M) Cases
12300-84006	*FF Box*	3
12300-22081	*FF Box 100*	3
12300-84106	*LT Box*	4
12300-22084	*LT Box 100*	4

PO #062397

Product / Premium Arrival:	June 23, 1997
Ship Date to Retail:	Week of: June 30, 1997
Lighters: (Item #527813)	
SKU CUBE:	2.5280
SKU WT (w/o Product):	10.6200 lbs
Retail Sales Offer per Sku:	20 units
Billing per Sku:	4 Savings Cartons
EFT $ Amount:	$3,882.40
Non-EFT $ Amount:	$N/A

51861 8813

Source: https://www.industrydocuments.ucsf.edu/docs/xjvn0000

Promotion Description: Utilize self-contained shipper. Shipper contains 20 B2GF Doral Flashlights / Sleeves. Two packs of the same brand should be loaded into each sleeve; four cartons per Display. Consumer purchases two (2) packs of Doral and receives a free Doral Flashlight.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED RETAIL CUSTOMER LIST.

SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

Attached is a list of accounts authorized to receive packed displays. RJR will reimburse you $28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to **$189.00 (6.75 (12M) case(s) @ $28.00).** Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: J. McLean
Enc. Wholesaler Packing Instructions
Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORFL.DOC

51861 8814

Source: https://www.industrydocuments.ucsf.edu/docs/xjvn0000

WHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 700727 70700 DOR FLASHLIGHT
TEMPLATE SEQ : 0010
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162210	162227	250219	JOE ROTAS	288 BROADWAY	MONTICELLO	NY	12701	1			927038	(914)794-4460
162210	162227	586029	RACEWAY EXXON	167 JEFFERSON ST	MONTICELLO	NY	12701	1			919464	(914)794-4050
162210		590577	STEVE'S	KIRK ROAD	NARROWSBURG	NY	12764	1			952150	(914)252-3200
162210		654791	MONTICELLO QUICK LU	RT. 42	MONTICELLO	NY	12701	1				(914)791-7301
162210	162227	674467	KOLI ENTERPRISES	425 MAIN ST	SOUTH FALLSBUR	NY	12779	1			965038	(914)434-7825
162210	162227	674468	U-P WOODBOURNE	RT. 42 & 52	WOODBOURNE	NY	12788	1			964809	(914)434-7072
162210		675064	MOBIL MINI MART	KHOTIAR CORP.	COCHECTON	NY	12726	3			964932	(914)932-8686
162210	162227	678964	A&K DELI MART	210 WICKHAM AVE	MIDDLETOWN	NY	10940	1			970285	(914)342-8866
162210	162227	680554	MIDDLETOWN TEXACO M	DOLSEN AVE & DOLS	MIDDLETOWN	NY	10940	1				(914)342-7006
162210	162227	688444	PRIME GAS & REPAIR	106 S MAIN ST	ELLENVILLE	NY	12428	1				(914)647-3025
162210	162227	688672	STAR MARKET LLC	RT 17N M&M RD	MIDDLETOWN	NY	10940	1			967042	(914)361-5113
162210	162227	688860	R&S INCORPORATED	P.O. BOX #2	BULLVILLE	NY	10915	1				(914)361-0883
162210	162227	691930	PINE MART, INC.	RT. 42	KIAMESHA LAKE	NY	12751	1				(914)796-1133
162210	162234	698971	ROXBURY CONV STORE	MAIN STREET	ROXBURY	NY	12474	1				(607)326-7133
162210	162327	703094	A&T PETROLEUM	PO BOX 1103	PINE BUSH	NY	12566	1			964510	(914)744-5182
162210	162227	723846	GILL MART	76 E MAIN ST	MIDDLETOWN	NY	10940	2				(914)344-0192
162210	162227	732078	MOBIL FOOD MART	RT 17K	BULLVILLE	NY	10915	1				(914)361-3919
162210		732088	Z.S.&S CORP.	150 BROADWAY	MONTICELLO	NY	12701	1				(914)794-2127
162210	162227	737910	RALPH'S	259 E MAIN ST	MIDDLETOWN	NY	10940	1			981142	
162210	162227	769971	SHORT STOP STORE IN	480 E MAIN ST	MIDDLETOWN	NY	10940	1				(914)343-6062
162210	162227	895203	FAIR OAKS S/S INC.	ROUTE 17M-BROWN R	MIDDLETOWN	NY	10940	1			925586	(914)361-4466
162303	162324	739081	A&S MART INC.	2501 ALBANY ST	SCHENECTADY	NY	12304	1				(518)382-0832
162305	162327	486928	BROADWAY GROCERS	702 AB BROADWAY	KINGSTON	NY	12401	5			963645	(914)338-7275
162305	162326	767885	JANES VARIETY II	149 2ND AVE	ALBANY	NY	12202	1				(518)449-2421
162306	162329	176859	HILLSDALE SUPER	ROUTE 23	HILLSDALE	NY	12529	1			963165	(518)325-4341
162306	162328	178618	HWANG CORP	RR 3 BOX 490A	RED HOOK	NY	12571	1			949461	(914)758-6165
162306	162327	651694	BP STONE RIDGE	3492 MAIN ST.	STONE RIDGE	NY	12484	1			960971	(914)687-0339
162306	162328	699045	RAINBOW PETROLEUM I	106 ROUTE 9 N	RHINEBECK	NY	12572	1				(914)876-2987
162307	162330	179819	CARTON GROCERY, INC	DBA DAIRY MART #6	CONGERS	NY	10920	1		0205-1100	963991	(914)268-6291
162307		274614	44-55 DELI	RT 44 & 55 BOX 56	HIGHLAND	NY	12528	1			944090	(914)691-9190
162307	162327	303493	MEADOW HILL MOBIL	1117 UNION AVE	NEWBURGH	NY	12550	1			481952	(914)564-4410
162307	162327	420051	GETTY GUJJAR PETRO	76 NORTH CHEST RT	NEW PALTZ	NY	12561	1				(914)255-7830
162307		636230	EMAN MOUTAZI LTD	1 HOMEWOOD AVE	NEWBURGH	NY	12550	1		5474-0000		(914)567-0408
162307	162328	661133	ON THE RUN #17G5Y	660 ROUTE 9W	HIGHLAND	NY	12528	1		0975-0217	963082	(914)691-9778
162307	162327	730142	LAL PETROLEUM	160 MAIN ST	NEW PALTZ	NY	12561	1				(914)255-4420
162307	162327	733040	JAMAN ENTERPRISE LT	402 ROUTE 9W	NEWBURGH	NY	12550	1		0362-0102		(914)562-4242
162308	162328	619804	VALUE RITE THRIFT	RT 9G HAVILAND	HYDE PARK	NY	12538	1				(914)229-0438
162308	162328	659740	JULIANS DELI	RT 9G BOX 956	HYDE PARK	NY	12538	1			953281	(914)229-9829
162308	162329	701607	SHURFINE FOODS	RT.22 BOX 625	WINGDALE	NY	12594	1				(914)832-9361
162308	162328	723015	LAL PETROLEUM	RT 44 & TIMOTHY H	PLEASANT VALLE	NY	12569	1				(914)635-8423
162308	162329	729876	FOODWAY CONV	1163 ROUTE 9	WAPPINGERS FLS	NY	12590	1				(914)298-1493
162308	162329	766944	BUDDY'S SERVICE CTR	233 FREEDOM PLAIN	POUGHKEEPSIE	NY	12603	1			946194	(914)452-4965

51861 8815

Source: https://www.industrydocuments.ucsf.edu/docs/xjvn0000

WHOLESALER : 442680 MOUNTAIN CANDY & CIG. CO., INC <DIRECT>
TEMPLATE : 700727 70700 DOR FLASHLIGHT
TEMPLATE SEQ : 0010
SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162308	162328	770154	GETTY # 58721	RT 9 ALBERTSON	HYDE PARK	NY	12538	1			948703	(914)229-2614
162309	162329	682873	RKJ ENTERPRISE	I - 84 & RTE 52	CARMEL	NY	10512	1			965327	(914)878-2557
162210	162227	386605	CABRERA'S AUTO REPA	ROUTE 42 NORTH	MONTICELLO	NY	12701	1			941617	(914)794-8421
162210	162233	594068	CATSKILL DISCOUNT B	190 MILL ST	LIBERTY	NY	12754	8			921114	(914)292-7050
162210	162233	388703	52 PICK-UP	6363 STATE ROUTE	LIBERTY	NY	12754	1			928895	(914)292-1655
162210	162227	443887	S&O MINI MART	361 BROADWAY	MONTICELLO	NY	12701	1				(914)791-5142
162210	162227	458081	AMI PETRO, INC.	700 ROUTE 211 E	MIDDLETOWN	NY	10940	2				(914)692-0803
162210		475191	GETTY	ROUTE 52	ELLENVILLE	NY	12428	1			946491	(914)647-6011
133005	133030	051215	GUPTA GROCERY CO.	DBA DAIRY MART #6	MONROE	NY	10950	1		0205-1100	943175	(914)782-7810
133005	133030	578939	PLAZA TOBACCO	WINDMERE AVENUE	GREENWOOD LAKE	NY	10925	2				(914)477-0479
133005	133030	659479	DAILY STOP INC	168 JERSEY AVE	PORT JERVIS	NY	12771	1				(914)856-1505
133005	133030	660610	JASON-DOBB'S	EAST MAIN ST	PORT JERVIS	NY	12771	1			962035	(914)856-2486
133005	133030	693284	PINE ISLAND FOOD CT	RR 3 BOX 3	GOSHEN	NY	10924	1				(914)258-4287
133005		720308	ULTRA POWER FOOD ST	COUNTY RT 1 & PUL	PINE ISLAND	NY	10969	1				(914)258-4262
162204	162233	575577	GETTY MART	91 W MAIN ST	HANCOCK	NY	13783	3			947259	(607)637-4943
162204	162226	724724	MONSTER MART	2965 NYST RT 26	GLEN AUBREY	NY	13777	1			977264	(607)862-3038
162204	162226	743920	MAIN STREET BP	77 MAIN ST	BINGHAMTON	NY	13905	1				(607)724-4271
162206		728531	RAINBOW FUELS & OIL	T/A THE PITT STOP	COOPERSTOWN	NY	13326	1				(607)547-9572
162210	162227	178199	OELKERS STORE	PO BOX 74 ROUTE 9	BARRYVILLE	NY	12719	1			906099	(914)557-6044
162210	162233	569076	TIGERS DEN EXXON	ROUTE 52	LIBERTY	NY	12754	1			922062	(914)292-2413
162210	162227	580163	SUNRISE STORE DBA	SUNRISE STORE	SLATE HILL	NY	10973	1			954644	(914)355-2829
162210	162227	179216	DOLSON MOBIL	DOLSON ROUTE 17	MIDDLETOWN	NY	10940	1	NYS	2358-0000		(914)342-0135
162307	162327	472372	CHILIANA E ASSOC.IN	197 N PLANK RD	NEWBURGH	NY	12550	1	NYS	0362-0102	046912	(914)561-1391
162210	162227	191649	WALLY MART SUNOCO	FAIRLAWN AVE & RT	MIDDLETOWN	NY	10940	1	NYS	2358-0000	956946	(914)342-0135
162210	162227	209401	WILSON FIELD MOBIL	DOLSON AVENUE	MIDDLETOWN	NY	10940	1	NYS	2358-0000	442680	(914)342-4224
162210	162227	557522	WALLACE OIL CO.,INC	471 NORTH ST	MIDDLETOWN	NY	10940	1	NYS	2358-0000	960245	(914)344-4740
133005	133030	050008	WALLACE MOBIL	413 N MAIN ST	MONROE	NY	10950	1	NYS	2358-0000		(914)783-0264

PAGE BREAK TOTAL ACCOUNTS 69 TOTAL QUANTITY 87

TEMPLATE TOTAL ACCOUNTS 69 TOTAL QUANTITY 87

********** END OF REPORT FOR PROMOTION 700727 **********

+ 15 displays for WAM Accounts

102

5

51861 8816

Source: https://www.industrydocuments.ucsf.edu/docs/xjvn0000

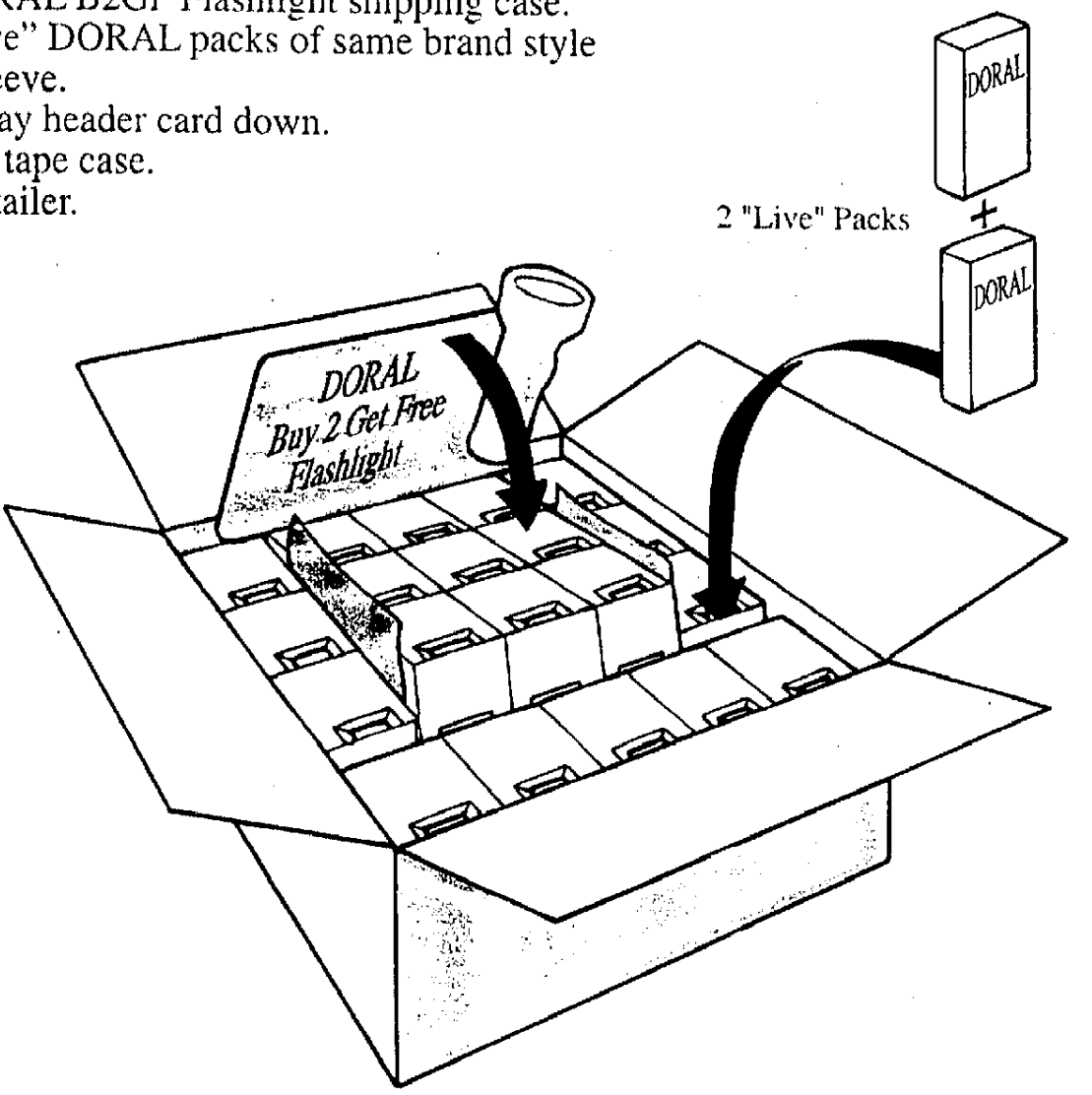
WHOLESALER PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 3RD QTR. '97

July DORAL B2GF Flashlight

STEPS

1. Open DORAL B2GF Flashlight shipping case.
2. Add 2 "live" DORAL packs of same brand style to each sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 527813
Description: DORAL B2GF Flashlight Display/POS Kit

Brand Style	ff BOX	ff BOX 100	LT BOX	LT BOX 100		
Number of Cartons	1	1	1	1		

51861 8817

Source: https://www.industrydocuments.ucsf.edu/docs/xjvn0000

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 07/10/97

ACCOUNT NUMBER: 442680
VOUCHER NUMBER: 15360196
DATE WRITTEN: 07/10/97
STATUS: PAID
AMOUNT PAID: 189.00

MOUNTAIN CANDY & CIG
LAKE STREET
SOUTH FALLSBURG , NY 1277

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	6.75	189.00

EXPLANATION: JULY: DORAL B2GF FLASHLIGHT/#700727/J. MCLEAN

51861 8818

Source: https://www.industrydocuments.ucsf.edu/docs/xjvn0000